



Calling all CFOs: 5 benefits of DaaS you need to know

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It's tough for any company to keep its technology current, secure, and cost-effective. After all, there's only so much money in the budget, and invariably, it seems to go like this: As soon as you get the requisition approved for a capital expenditure to upgrade all your devices, technology appears that's later and greater. On top of that, handling an IT refresh and managing a fleet of devices can often prove incredibly time-consuming.

As an IT manager, you may already know this fact and realize the benefits of DaaS (Device as a Service). However, you need buy-in from top management before you can make any type of update to current processes. It's up to you to bring to light important and relevant information, like the data collected in this IDC InfoBrief, sponsored by HP Inc., **Transforming Device Lifecycle Management with Device as a Service**, March 2017.

This brief shows that procurement, deployment, device management, services, and lifecycle management can be taken care of by one vendor, and having one trusted provider handle that solution frees up internal IT resources, allowing them to focus on IT strategies that can directly impact the company's bottom line.

Enhancing efficiency is a top goal for your CFO, but if you're looking for even more reasons to convince them that **DaaS is a smart move**, look no further.

1. Keep your devices up to date

One challenge facing IT decision-makers is meeting user expectations when it comes to technology—in other words, employees expect tech to just work. As devices grow older, they can start to slow down if they're not properly maintained. In turn, this slowdown can affect a user's productivity, so it's essential every device is kept in prime condition.

A DaaS vendor can help your IT team maintain your entire fleet of devices, which will ensure each device functions like a well-oiled machine. That said, vendor plans range in coverage, so you should look for a vendor that will assist your IT team with keeping devices up to date and overall device management.

2. Rely on a trusted partner

To accomplish the goal of providing employees with a satisfactory device experience, you'll need to team up with the right DaaS vendor. This will require proper vetting, including asking the hard questions, like "Does the vendor offer DaaS services on existing hardware, even if the hardware is from another vendor?" HP's DaaS solution, for instance, **offers a full portfolio of services** for your devices, whether they are by HP or other manufacturers, including Windows, Android, and Mac.

It's this type of offering that is flexible enough to adapt to your current IT environment. In addition, HP encourages a lifelong DaaS relationship to help

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your business better optimize your devices to suit your users' needs and wants—both in the short and long term—which will allow them to provide exactly the solution you need to keep the business running and your employees happy.

3. Manage devices without breaking a sweat

How many devices are used on a daily basis at your company? Chances are, you can't count the number on two hands. For small and large businesses alike, device management can prove increasingly complex every day—not to mention time-consuming. And even if your IT team spends all their time keeping track of the devices your company uses, some may still fall through the cracks.

With DaaS, the vendor should provide all the management needed for your devices across the organization. HP's DaaS solution, in particular, offers an optional analytics platform that can predict and possibly prevent problems before they occur. The ability to gain visibility into the use and performance of your devices through the analytics platform will help ensure smooth performance and employee productivity across the board.

Feel that weight lifting off your shoulders? Good. Take a deep breath, because once device management has shifted from the IT department's purview, those same employees are free to work on more strategic—and, arguably, more valuable—projects.

4. Adjust your service level and budget as needed

Now, let's get down to budget. Because companies pay a monthly, contracted rate per device with HP DaaS, your CFO will know exactly what costs to expect. This will make it easy to

budget a consistent amount monthly, eliminating the nightmare of forecasting hardware refreshes, as it's already built into the service plan.

HP DaaS also allows you to shift device investments from the CAPEX side of the ledger to the OPEX side. We all know that CFOs are mindful of many factors when determining expenditures, and each year brings new considerations—the blistering pace of technological advancements means IT infrastructure needs are becoming less predictable. By implementing a DaaS solution like this, you can put these worries aside and focus on supporting the business's core competencies and driving growth.

5. Deal with disposals and upgrades

Last but not least, many companies struggle with figuring out what to do with their equipment when upgrade time arrives. Recycle? Donate? Dispose? Too often, companies simply store used equipment in cabinets or even in old desks, with those computers and phones still containing essential—sometimes, proprietary—data. A DaaS provider should help with the responsibility of ensuring your business recovers the residual hardware value and that all your company's covered assets are correctly retired, with sensitive information wiped from devices.

DaaS offers clear, tangible benefits when you team up with the right vendor. It can lessen your business's IT workload and improve the device procurement process. Employee satisfaction increases, too, because everyone has an appropriate, updated device. These benefits should result in better productivity, added services, and happier CFOs.

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